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TO WHOM IT MAY CONCERN:

There is nothing worse than having a pile of cedar seconds or culls in your yard. For several years I was having difficulty buying nice cedar. I tried various grades from different companies in searching for one that I could sell with no problems and not have to worry about customer complaints or returns. I was approached by Chris at National Forest Products about 7 years ago. Chris, whom also came from a retail background before entering into the lumber wholesale business, had an understanding of the problems that I was having with regards to inconsistency of the quality of cedar that I was receiving. He had mentioned that National Forest Products had developed an in house grade called "Pinnacle" a few years earlier. It was designed for the quality buyer. He also mentioned that it would cost more, but in the long run I would find consistency and customer satisfaction. To date, the Pinnacle quality is the highest quality I've seen in the industry. I have had no problems with the product and I have grown my cedar business. I would like to thank Chris and the people at National Forest Products for solving my problems.

Sincerely

A handwritten signature in black ink, appearing to read "Chris Willsie", written over the word "Sincerely".

Chris Willsie